

Message Text

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ACTION EB-11

INFO OCT-01 ARA-16 ISO-00 COME-00 NIC-01 TRSE-00 OMB-01

EUR-25 CIAE-00 DODE-00 PM-07 H-03 INR-10 L-03 NSAE-00

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R 112045Z JAN 74

FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC 4951

INFO AMEMBASSY ROME

USCINCSO

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E.O. 11652: N/A

TAGS: ECON, ETRD, EFIN, EIND, CU, AR

SUBJECT: ARGENTINE SALES TO CUBA

REF BUENOS AIRES 9322

1. REFTTEL REPORTED OFFICIAL ANNOUNCEMENTS IN BUENOS AIRES
DEC 26 THAT ITALIAN-OWNED FIAT CONCORD FIRM WAS FORMALIZING
CONTRACT TO SELL 6,000 AUTOMOBILES, 5,500 TRUCKS AND 600
TRACTORS TO CUBA FOR DELIVERY 1974-76.

2. IN JAN 11 EDITION, CRONISTA COMERCIAL, A LEADING BUENOS
AIRES DAILY SPECIALIZING IN ECONOMIC MATTERS, HIGH-LIGHTED
WHAT IT CLAIMED WAS AN EXCLUSIVE INTERVIEW WITH CUBAN COMMERCIAL
COUNSELOR IN BUENOS AIRES WHO HEADS CUBAN PURCHASING MISSION.
NEWS ACCOUNT STATES CUBAN MISSION PROVIDED UP-TO-DATE SUMMARY OF
CONTRACTS SIGNED WITH FIRMS IN ARGENTINA FOR ACQUISITION VEHICLES
AND OTHER INDUSTRIAL EQUIPMENT FOR A TOTAL OF US\$156 MILLION.
ALLEGED PURCHASES COMPOSED AS FOLLOWS: (A) AUTOS, TRUCKS, AND
TRACTORS FROM FIAT (AS LISTED IN PARA 1 ABOVE), VALUED AT US\$100
MILLION; (B) 1,140 RAILWAY FREIGHT WAGONS WITH VALUE OF US\$25
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MILLION; AND (C) GROUP OF PRODUCTS INCLUDING 1,530 MERCEDES

BENZ TRUCK CHASSIS, 900 TRUCK-TRAILER VEHICLES, 200 HARVESTING MACHINES, SOME 12,000 PUMPS OF VARIOUS SIZES, AND TYPES, 745 ELECTRIC MOTORS PLUS ADDITIONAL MISCELLANEOUS EQUIPMENT, ACCESSORIES AND PARTS, WHICH ALTOGETHER ARE ALLEGED TO HAVE A VALUE OF US\$31 MILLION.

3. WE ALREADY KNOW THE FIAT MADE VEHICLES ARE SCHEDULED FOR DELIVERY OVER THREE YEAR PERIOD. FROM WHAT WE KNOW OF LOCAL PRODUCTION CAPACITY IN RAILWAY CARS AND AT THE MERCEDES BENZ TRUCK PLANT, THE MAJOR ORDERS SUPPLIED BY THEM WILL ALSO REQUIRE TWO TO THREE YEARS FOR DELIVERY. WE WOULD EXPECT THAT CONSIDERABLE TIME WILL BE REQUIRED TO PRODUCE AND DELIVER 200 HARVESTERS. ON THE OTHER HAND, MANY PUMPS AND MOTORS COULD BE DELIVERED FROM ARGENTINE SUPPLIERS WITHIN A RELATIVELY SHORT PERIOD. IT WOULD APPEAR THAT PREPARATION FOR CUBAN USE OF THE FIRST US\$200 MILLION ARGENTINE CREDIT EXTENDED IN AUG 1973 IS NOW WELL UNDER WAY.

4. THE EMBASSY WILL SEEK TO CONFIRM FROM SOURCES AS CLOSE TO THE ALLEGED SUPPLIERS AS IS POSSIBLE THAT, IN FACT, FIRM CONTRACTS HAVE BEEN CONCLUDED. WE WILL REPORT SIGNIFICANT INFORMATION ON ACTUAL SALES AS IT BECOMES AVAILABLE AND WILL SEEK ALSO TO PROVIDE INFORMATION ABOUT SHIPMENTS WHEN THESE BEGIN.
KREBS

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